

HOW DOES THE MONEY FLOW AFTER CLOSING?

Agent Lee sells a home for **\$200,000**. Lee acts for the buyer on the transaction and earns half of the total commission of 6% commission or \$6,000.

Lee's office, EXIT Realty Professionals, receives the gross commission of **\$6,000** and deposits to commission account.

Agent Lee's share is 70% or \$4,200 less the EXIT Transaction Fee of \$225 and Regional Development Fee of \$35 for a net check of \$3,940.

EXIT Realty Professionals' share of the deal is 30% or \$1,800 from which 10% of the gross or \$600 is payable to EXIT Realty Corp. International as the Company Development Fee.

\$35 Regional Development Fee is e-paid to EXIT Realty Corp. International and is used for advertising and promotion within the region.

Broker retains **\$1,200** (20%)

\$225 Transaction Fee is divided and e-paid by EXIT Realty Professionals to the region and EXIT Realty Corp. International. EXIT Realty Corp. International's portion is divided as follows: \$54.00 is applied to the National Advertising Fund, \$7.50 is applied to the National Creative Fund, \$7.50 is applied to the Charitable Fund, and \$7.50 is applied to the Administrative Bonus Fund held for EXIT Realty Administrative professionals. The Administrative Bonus will be paid out in the first quarter of the following year.

\$600 Company Development Fee is E-paid to EXIT Realty Corp. International even if the agent on the deal or the sponsoring agent happens to be the Franchisee.

EXIT REALTY CORP. INTERNATIONAL DEDUCTS A SPONSORING BONUS ADMINISTRATION FEE OF \$50.00 AND ELECTRONICALLY SENDS FUNDS TO AGENT LEE'S SPONSOR IN THE AMOUNT OF \$550.





Outline of Expenses

New Licensee

Phase I - Licensing

Pre-license Course Options:

- Holloway Institute
 - Classroom \$ 295.00
 - Online \$ 285.00
- Michigan Institute of Real Estate
 - Classroom \$ 335.00
 - Online \$ 295.00
- Kaplan, Online Only \$ 179.00
- PSI, Exam \$ 79.00
- State of Michigan, License Fee \$ 88.00

Phase II – Launch YOUR Business!

- Professional Photo \$ 100.00 +/-
- New Associate Starter Kit – House of Magnets \$ 49.00 + shipping
500 business cards, 2 name badges, 1 sign rider.....(initial pkg paid for by Heather)
- Desk Fees \$ 0.00
- PromoShop Marketing Suite \$ 24.95/m
- Business Cards, Signs, Riders (Your Limit) Min. \$ 150.00
- EXIT Annual Dues (prorated based on join date July 1-June 30) \$ 375.00
- Greater Lansing Association of Realtors® see attached
- + MLS Listing Fee (per listing) \$ 12.00
- Office supplies Based on use
B&W copies - \$.02/ea, Color copies - \$.10/ea, Closing Folders - \$3.09/ea,
Closing cards - \$1.77/ea, Presentation Folders \$1.30/ea, CMA Folders \$.35/ea



Real Estate Salesperson Pre-Licensure Institute One (Classroom)

\$295.00

40 Hours – \$295.00 Includes Manual, and access to online course audio review and everything you need to pass the Michigan State exam!

*Location & Date

Choose an Option

Choose an Option

- Grand Rapids – Best Western 5500 28th St. SE Grand Rapids MI 49512 – July 19-23, 2021
- Grand Rapids – Best Western 5500 28th St. SE Grand Rapids MI 49512 – September 20-24, 2021
- Grand Rapids – Best Western 5500 28th St. SE Grand Rapids MI 49512 – November 8-12, 2021
- Jackson – JAAR 3465 Ann Arbor Rd, Jackson MI. 49202- May 17-21, 2021
- Jackson – JAAR 3465 Ann Arbor Rd, Jackson MI. 49202- September 27- October 1, 2021
- Lansing – Royal Scot Golf 4722 West Grand River 48906 – June 21-25, 2021
- Lansing – Royal Scot Golf 4722 West Grand River 48906 – August 9-13, 2021
- Lansing – Royal Scot Golf 4722 West Grand River 48906 – October 4-8, 2021
- Lansing – Royal Scot Golf 4722 West Grand River 48906 – December 6-10, 2021

Categories: [Classroom](#), [Pre-License Classes](#)

Description

Real estate fundamentals; This course provides the 40 classroom hours of education required by the State of Michigan to obtain a Michigan Real Estate Salespersons License with special emphasis on exam preparation. Topics include: State and Federal laws, Environmental concerns, tax aspects of real estate, Brokerage and marketing, financing, fair housing, legal descriptions, valuation and more. Students do not need any previous knowledge of real estate. Tuition includes text book, hand-outs and all other materials.

Classes run Monday through Friday from 9:00 a.m. until 5:30 p.m.. Students are allowed to split the class between different locations if desired. Students will need a simple 4 function calculator and note taking equipment.

ONLINE



Michigan Real Estate Principles and Practices (Online)

\$295.00

\$295.00 – Approved 40 hours of Online real estate fundamentals and preparation for the real estate salespersons licensing exam.

[Register Now](#)

Categories: [Online](#), [Pre-License Classes](#)

Description

Description

\$295.00 – Approved 40 hours of Online real estate fundamentals and preparation for the real estate salespersons licensing exam. This curriculum is required for the Michigan Real Estate Salesperson license. No previous knowledge of real estate needed!

Unlike any other course, we help you understand the material through the use of video clips and activities. Our course is specifically designed for online education – interactive, not just an online book!

Once you have completed your course you need to go to the www.michigan.gov/miplus. to apply for your license before you can register to take your exam. Once you have applied for your new license you will need to go to www.psiexams.com and register to take your State exam. PSI has established a dedicated phone number for Michigan exam candidates 855.579.4635.

You have access to the online pre-license course for up to six months from purchase. You can purchase a 2 month extension for \$50. To request an extension, email customer service at support@fastclass.com or call 1-800-282-7972



Real Estate Salesperson Pre-Licensure Institute One (Zoom Class)

\$295.00

40 Hours – \$295.00 Includes Manual, access to online course audio review and everything you need to pass the Michigan State exam!

*Date

Description

Real estate fundamentals Via Zoom; This course provides the 40 classroom hours of education required by the State of Michigan to obtain a Michigan Real Estate Salespersons License with special emphasis on exam preparation. Topics include: State and Federal laws, Environmental concerns, tax aspects of real estate, Brokerage and marketing, financing, fair housing, legal descriptions, valuation and more. Students do not need any previous knowledge of real estate. Tuition includes text book, hand-outs and all other materials.

Classes run Monday through Friday from 9:00 a.m. until 5:30 p.m.. Students are allowed to split the class between different locations if desired. Students will need a simple 4 function calculator and note taking equipment.



August 2021 New Member Fees

OPTION 1 - Payment in full through new Billing Cycle - July 2022

Initial Payment* \$ 2,704.68

OPTION 2 - New Member Payment in Full w/ monthly MLS

Initial Payment \$ 1,004.26
 Monthly dues starting September* \$154.59

OPTION 3 - Installment Payments

Initial Payment \$ 454.23
 Monthly September 2021 - February 2022* \$ 246.25
 Monthly March 2022 - July 2022* \$154.59

*Each payment includes an optional \$5 monthly Investment in RPAC



September 2021 New Member Fees

OPTION 1 - Payment in full through new Billing Cycle - July 2022

Initial Payment* \$ 2,541.92

OPTION 2 - New Member Payment in Full w/ monthly MLS

Initial Payment \$ 996.12

Monthly October 2021 - July 2022* \$ 154.59

OPTION 3 - Installment Payments

Initial Payment \$ 446.08

Monthly October 2021 - March 2022* \$ 246.25

Monthly April 2022 - July 2021* \$ 154.59

*Each payment includes an optional \$5 monthly Investment in RPAC



October 2021 New Member Fees

OPTION 1 - Payment in full through new Billing Cycle - July 2022

Initial Payment* \$ 2,408.50

OPTION 2 - New Member Payment in Full w/ monthly MLS

Initial Payment \$ 1,017.28
Monthly November 2021 - July 2022* \$ 154.59

OPTION 3 - Installment Payments

Initial Payment \$ 467.24
Monthly November 2021 - April 2022* \$ 246.25
Monthly May 2022 - July 2022* \$ 154.59

*Each payment includes an optional \$5 monthly Investment in RPAC



November 2021 New Member Fees

OPTION 1 - Payment in full through new Billing Cycle - July 2022

Initial Payment* \$ 2,260.42

OPTION 2 - New Member Payment in Full w/ monthly MLS

Initial Payment \$ 1,023.78
Monthly December 2021 - July 2022* \$ 154.59

OPTION 3 - Installment Payments

Initial Payment \$ 473.74
Monthly December 2021 - May 2022 \$ 246.25
Monthly June 2022 - July 2022* \$ 154.59

*Each payment includes an optional \$5 monthly Investment in RPAC



December 2021 New Member Fees

OPTION 1 - Payment in full through new Billing Cycle - July 2022

Initial Payment* \$ 2,112.34

OPTION 2 - New Member Payment in Full w/ monthly MLS

Initial Payment \$ 1,030.28
Monthly January 2022 - July 2022* \$ 154.59

OPTION 3 - Installment Payments

Initial Payment \$ 477.75
Monthly January 2022 - June 2022* \$ 246.25
July 2022 payment \$ 154.59

*Each payment includes an optional \$5 monthly Investment in RPAC



Annual Membership Chart

July 2021

Start Date	Amount
1	\$ 375.00
2	\$ 373.97
3	\$ 372.95
4	\$ 371.92
5	\$ 370.89
6	\$ 369.86
7	\$ 368.84
8	\$ 367.81
9	\$ 366.78
10	\$ 365.75
11	\$ 364.73
12	\$ 363.70
13	\$ 362.67
14	\$ 361.64
15	\$ 360.62
16	\$ 359.59
17	\$ 358.56
18	\$ 357.53
19	\$ 356.51
20	\$ 355.48
21	\$ 354.45
22	\$ 353.42
23	\$ 352.40
24	\$ 351.37
25	\$ 350.34
26	\$ 349.32
27	\$ 348.29
28	\$ 347.26
29	\$ 346.23
30	\$ 345.21
31	\$ 344.18

August 2021

Start Date	Amount
1	\$ 343.15
2	\$ 342.12
3	\$ 341.10
4	\$ 340.07
5	\$ 339.04
6	\$ 338.01
7	\$ 336.99
8	\$ 335.96
9	\$ 334.93
10	\$ 333.90
11	\$ 332.88
12	\$ 331.85
13	\$ 330.82
14	\$ 329.79
15	\$ 328.77
16	\$ 327.74
17	\$ 326.71
18	\$ 325.68
19	\$ 324.66
20	\$ 323.63
21	\$ 322.60
22	\$ 321.58
23	\$ 320.55
24	\$ 319.52
25	\$ 318.49
26	\$ 317.47
27	\$ 316.44
28	\$ 315.41
29	\$ 314.38
30	\$ 313.36
31	\$ 312.33

September 2021

Start Date	Amount
1	\$ 311.30
2	\$ 310.27
3	\$ 309.25
4	\$ 308.22
5	\$ 307.19
6	\$ 306.16
7	\$ 305.14
8	\$ 304.11
9	\$ 303.08
10	\$ 302.05
11	\$ 301.03
12	\$ 300.00
13	\$ 298.97
14	\$ 297.95
15	\$ 296.92
16	\$ 295.89
17	\$ 294.86
18	\$ 293.84
19	\$ 292.81
20	\$ 291.78
21	\$ 290.75
22	\$ 289.73
23	\$ 288.70
24	\$ 287.67
25	\$ 286.64
26	\$ 285.62
27	\$ 284.59
28	\$ 283.56
29	\$ 282.53
30	\$ 281.51

October 2021

Start Date	Amount
1	\$ 280.48
2	\$ 279.45
3	\$ 278.42
4	\$ 277.40
5	\$ 276.37
6	\$ 275.34
7	\$ 274.32
8	\$ 273.29
9	\$ 272.26
10	\$ 271.23
11	\$ 270.21
12	\$ 269.18
13	\$ 268.15
14	\$ 267.12
15	\$ 266.10
16	\$ 265.07
17	\$ 264.04
18	\$ 263.01
19	\$ 261.99
20	\$ 260.96
21	\$ 259.93
22	\$ 258.90
23	\$ 257.88
24	\$ 256.85
25	\$ 255.82
26	\$ 254.79
27	\$ 253.77
28	\$ 252.74
29	\$ 251.71
30	\$ 250.68
31	\$ 249.66



Annual Membership Chart

November 2021

Start Date	Amount
1	\$ 248.63
2	\$ 247.60
3	\$ 246.58
4	\$ 245.55
5	\$ 244.52
6	\$ 243.49
7	\$ 242.47
8	\$ 241.44
9	\$ 240.41
10	\$ 239.38
11	\$ 238.36
12	\$ 237.33
13	\$ 236.30
14	\$ 235.27
15	\$ 234.25
16	\$ 233.22
17	\$ 232.19
18	\$ 231.16
19	\$ 230.14
20	\$ 229.11
21	\$ 228.08
22	\$ 227.05
23	\$ 226.03
24	\$ 225.00
25	\$ 223.97
26	\$ 222.95
27	\$ 221.92
28	\$ 220.89
29	\$ 219.86
30	\$ 218.84

December 2021

Start Date	Amount
1	\$ 217.81
2	\$ 216.78
3	\$ 215.75
4	\$ 214.73
5	\$ 213.70
6	\$ 212.67
7	\$ 211.64
8	\$ 210.62
9	\$ 209.59
10	\$ 208.56
11	\$ 207.53
12	\$ 206.51
13	\$ 205.48
14	\$ 204.45
15	\$ 203.42
16	\$ 202.40
17	\$ 201.37
18	\$ 200.34
19	\$ 199.32
20	\$ 198.29
21	\$ 197.26
22	\$ 196.23
23	\$ 195.21
24	\$ 194.18
25	\$ 193.15
26	\$ 192.12
27	\$ 191.10
28	\$ 190.07
29	\$ 189.04
30	\$ 188.01
31	\$ 186.99

January 2022

Start Date	Amount
1	\$ 185.96
2	\$ 184.93
3	\$ 183.90
4	\$ 182.88
5	\$ 181.85
6	\$ 180.82
7	\$ 179.79
8	\$ 178.77
9	\$ 177.74
10	\$ 176.71
11	\$ 175.68
12	\$ 174.66
13	\$ 173.63
14	\$ 172.60
15	\$ 171.58
16	\$ 170.55
17	\$ 169.52
18	\$ 168.49
19	\$ 167.47
20	\$ 166.44
21	\$ 165.41
22	\$ 164.38
23	\$ 163.36
24	\$ 162.33
25	\$ 161.30
26	\$ 160.27
27	\$ 159.25
28	\$ 158.22
29	\$ 157.19
30	\$ 156.16
31	\$ 155.14

February 2022

Start Date	Amount
1	\$ 154.11
2	\$ 153.08
3	\$ 152.05
4	\$ 151.03
5	\$ 150.00
6	\$ 148.97
7	\$ 147.95
8	\$ 146.92
9	\$ 145.89
10	\$ 144.86
11	\$ 143.84
12	\$ 142.81
13	\$ 141.78
14	\$ 140.75
15	\$ 139.73
16	\$ 138.70
17	\$ 137.67
18	\$ 136.64
19	\$ 135.62
20	\$ 134.59
21	\$ 133.56
22	\$ 132.53
23	\$ 131.51
24	\$ 130.48
25	\$ 129.45
26	\$ 128.42
27	\$ 127.40
28	\$ 126.37



Annual Membership Chart

March 2022

Start Date	Amount
1	\$ 125.34
2	\$ 124.32
3	\$ 123.29
4	\$ 122.26
5	\$ 121.23
6	\$ 120.21
7	\$ 119.18
8	\$ 118.15
9	\$ 117.12
10	\$ 116.10
11	\$ 115.07
12	\$ 114.04
13	\$ 113.01
14	\$ 111.99
15	\$ 110.96
16	\$ 109.93
17	\$ 108.90
18	\$ 107.88
19	\$ 106.85
20	\$ 105.82
21	\$ 104.79
22	\$ 103.77
23	\$ 102.74
24	\$ 101.71
25	\$ 100.68
26	\$ 99.66
27	\$ 98.63
28	\$ 97.60
29	\$ 96.58
30	\$ 95.55
31	\$ 94.52

April 2022

Start Date	Amount
1	\$ 93.49
2	\$ 92.47
3	\$ 91.44
4	\$ 90.41
5	\$ 89.38
6	\$ 88.36
7	\$ 87.33
8	\$ 86.30
9	\$ 85.27
10	\$ 84.25
11	\$ 83.22
12	\$ 82.19
13	\$ 81.16
14	\$ 80.14
15	\$ 79.11
16	\$ 78.08
17	\$ 77.05
18	\$ 76.03
19	\$ 75.00
20	\$ 73.97
21	\$ 72.95
22	\$ 71.92
23	\$ 70.89
24	\$ 69.86
25	\$ 68.84
26	\$ 67.81
27	\$ 66.78
28	\$ 65.75
29	\$ 64.73
30	\$ 63.70

May 2022

Start Date	Amount
1	\$ 62.67
2	\$ 61.64
3	\$ 60.62
4	\$ 59.59
5	\$ 58.56
6	\$ 57.53
7	\$ 56.51
8	\$ 55.48
9	\$ 54.45
10	\$ 53.42
11	\$ 52.40
12	\$ 51.37
13	\$ 50.34
14	\$ 49.32
15	\$ 48.29
16	\$ 47.26
17	\$ 46.23
18	\$ 45.21
19	\$ 44.18
20	\$ 43.15
21	\$ 42.12
22	\$ 41.10
23	\$ 40.07
24	\$ 39.04
25	\$ 38.01
26	\$ 36.99
27	\$ 35.96
28	\$ 34.93
29	\$ 33.90
30	\$ 32.88
31	\$ 31.85

June 2022

Start Date	Amount
1	\$ 30.82
2	\$ 29.79
3	\$ 28.77
4	\$ 27.74
5	\$ 26.71
6	\$ 25.68
7	\$ 24.66
8	\$ 23.63
9	\$ 22.60
10	\$ 21.58
11	\$ 20.55
12	\$ 19.52
13	\$ 18.49
14	\$ 17.47
15	\$ 16.44
16	\$ 15.41
17	\$ 14.38
18	\$ 13.36
19	\$ 12.33
20	\$ 11.30
21	\$ 10.27
22	\$ 9.25
23	\$ 8.22
24	\$ 7.19
25	\$ 6.16
26	\$ 5.14
27	\$ 4.11
28	\$ 3.08
29	\$ 2.05
30	\$ 1.03